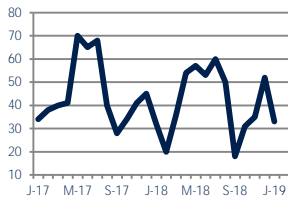


Zip Code(s): 22101

Units Sold

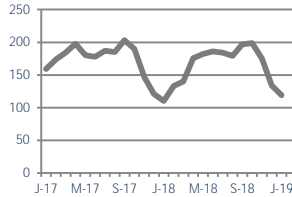
33



Up
Vs. Year Ago

Active Inventory

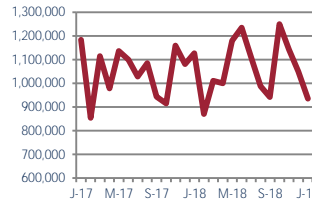
119



Up 8%
Vs. Year Ago

Median Sale Price

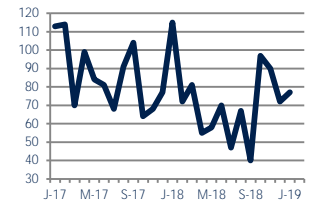
\$935,000



Down -17%
Vs. Year Ago

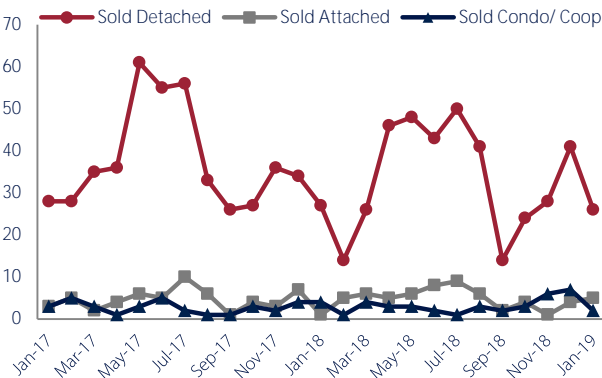
Days On Market

77



Down -33%
Vs. Year Ago

Units Sold*



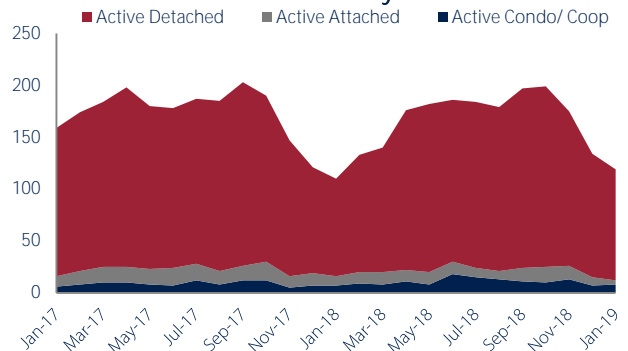
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 33 sold this month in Eastern McLean. This month's total units sold was higher than at this time last year, an increase from January 2018.

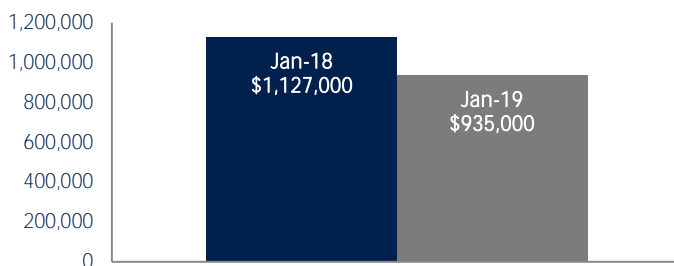
Active Inventory

Versus last year, the total number of homes available this month is higher by 9 units or 8%. The total number of active inventory this January was 119 compared to 110 in January 2018. This month's total of 119 is lower than the previous month's total supply of available inventory of 134, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Eastern McLean Homes was \$1,127,000. This January, the median sale price was \$935,000, a decrease of 17% or \$192,000 compared to last year. The current median sold price is 11% lower than in December.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Eastern McLean are defined as properties listed in zip code/s 22101.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of BRIGHTMLS or Long & Foster Real Estate, Inc.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

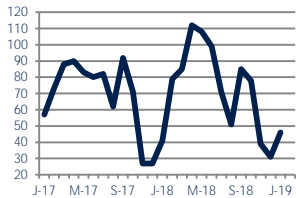




Zip Code(s): 22101

New Listings

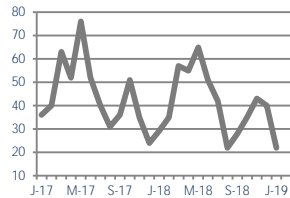
46



Up 12%
Vs. Year Ago

Current Contracts

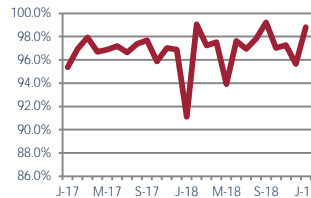
22



Down -24%
Vs. Year Ago

Sold Vs. List Price

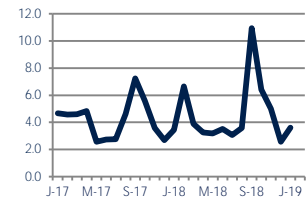
98.8%



Up
Vs. Year Ago

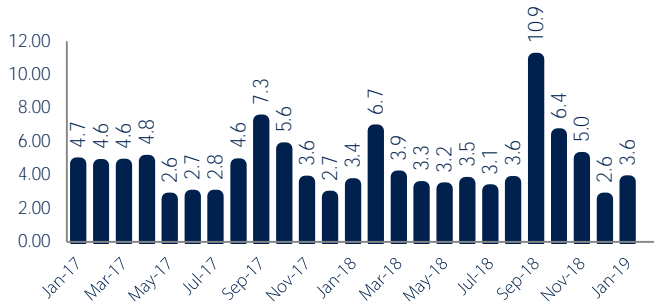
Months of Supply

3.6



Up 5%
Vs. Year Ago

Months Of Supply



Months of Supply

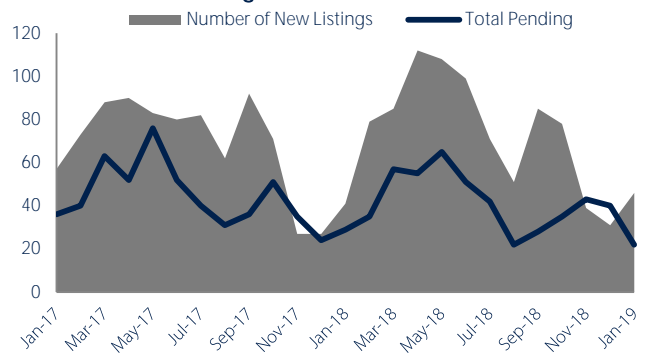
In January, there was 3.6 months of supply available in Eastern McLean, compared to 3.4 in January 2018. That is an increase of 5% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

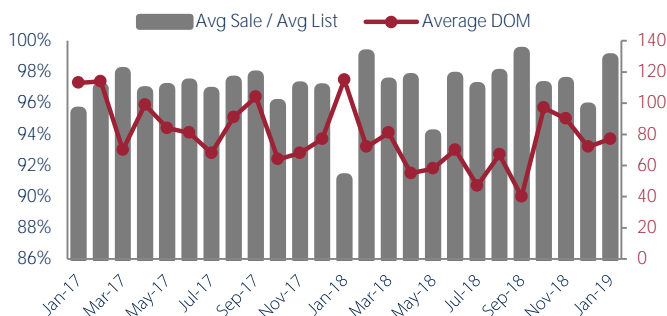
New Listings & Current Contracts

This month there were 46 homes newly listed for sale in Eastern McLean compared to 41 in January 2018, an increase of 12%. There were 22 current contracts pending sale this January compared to 29 a year ago. The number of current contracts is 24% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Eastern McLean was 98.8% of the average list price, which is higher than at this time last year.

Days On Market

This month, the average number of days on market was 77, lower than the average last year, which was 115, a decrease of 33%.



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